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POTASH & PHOSPHATE INSTITUTE
NORTH AMERICAN PRODUCERS POTASH SALES - (Short Tons K20)

AGRICULTURAL STATE	NOV 1988	NOV 1987	JUL-NOV 1988/89	JUL-NOV 1987/88
AL Alabama	7,810	4,558	25,323	26,480
AK Alaska	0	9	0	70
AZ Arizona	362	808	910	1,402
AR Arkansas	2,511	2,869	16,393	19,066
CA California	10,131	6,303	32,626	31,125
CO Colorado	601	86	2,008	1,015
CT Connecticut	283	27	1,071	759
DE Delaware	303	17	6,329	5,515
FL Florida	8,125	12,077	34,581	50,162
GA Georgia	7,730	4,640	42,060	39,341
HI Hawaii	2,860	2,541	3,019	7,306
ID Idaho	1,625	1,157	8,305	7,022
IL Illinois	44,313	30,412	244,877	286,459
IN Indiana	36,987	18,139	121,628	131,804
IA Iowa	37,490	45,942	217,145	198,905
KS Kansas	3,468	3,535	22,723	19,290
KY Kentucky	16,292	3,807	45,178	28,263
LA Louisiana	16,698	13,757	51,742	35,341
ME Maine	1,842	203	1,860	3,359
MD Maryland	559	311	14,145	11,379
MA Massachusetts	0	60	1,216	581
MI Michigan	6,231	5,499	62,998	56,606
MN Minnesota	20,892	30,146	122,984	125,272
MS Mississippi	258	310	7,533	16,498
MO Missouri	21,807	27,294	107,077	105,395
MT Montana	669	480	3,244	2,893
NE Nebraska	2,861	3,058	8,576	10,664
NV Nevada	0	0	61	0
NH New Hampshire	0	9	59	148
NJ New Jersey	391	284	1,838	1,650
NM New Mexico	2,807	931	11,591	2,950
NY New York	2,429	2,423	11,539	8,518
NC North Carolina	2,804	4,740	20,220	16,482
ND North Dakota	264	911	4,508	7,762
OH Ohio	51,853	16,238	172,995	151,795
OK Oklahoma	751	900	9,325	10,468
OR Oregon	1,679	1,982	9,048	10,600
PA Pennsylvania	3,317	2,726	15,077	15,547
RI Rhode Island	59	61	1,222	145
SC South Carolina	4,012	1,899	19,572	17,765
SD South Dakota	1,172	612	3,795	3,537
TN Tennessee	4,671	5,174	22,648	16,523
TX Texas	6,396	15,123	34,465	51,350
UT Utah	973	1,339	2,904	3,195
VT Vermont	102	105	251	937
VA Virginia	10,827	8,393	25,151	23,917
WA Washington	2,721	3,948	10,837	8,894
WV West Virginia	119	0	361	242
WI Wisconsin	23,446	11,521	98,485	72,232
WY Wyoming	91	30	615	722
TOTAL U.S.:	373,592	297,394	1,682,118	1,647,351
CANADA				
AB Alberta	1,660	1,662	7,593	7,441
BC Brit. Columbia	195	420	668	1,051
MB Manitoba	1,255	1,891	7,378	7,090
NB New Brunswick	1,490	862	4,580	3,599
NF Newfoundland	0	0	0	0
NS Nova Scotia	147	166	1,213	1,531
ON Ontario	10,483	13,041	46,106	79,041
PE Pr.Edward Isle	290	1,607	4,305	4,260
PQ Quebec	15,782	11,057	33,823	44,333
SK Saskatchewan	378	162	2,945	13,001
TOTAL CAN:	31,680	30,868	108,611	161,347
EXPORT SALES:	363,071	227,525	1,813,067	1,550,657
TOTAL AG SALES	768,343	555,787	3,603,796	3,359,355
Non-Ag U.S.	39,102	34,273	177,720	165,620
Canada	2,437	3,540	13,045	10,740
Exports	12,250	25,846	42,955	57,145
TOTAL NON-AG SALES	53,789	63,659	233,720	233,505
GRAND TOTAL	822,132	619,446	3,837,516	3,592,860

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	1,473	2,132	2,128	1,807	270	7,810
AK Alaska	0	0	0	0	0	0
AZ Arizona	29	32	301	0	0	362
AR Arkansas	106	0	2,369	0	36	2,511
CA California	4,900	2,124	1,640	0	1,467	10,131
CO Colorado	235	0	280	0	86	601
CT Connecticut	0	171	62	0	50	283
DE Delaware	0	0	303	0	0	303
FL Florida	2,604	1,789	730	284	2,718	8,125
GA Georgia	921	1,945	1,797	1,171	1,896	7,730
HI Hawaii	129	2,720	0	0	11	2,860
ID Idaho	193	948	484	0	0	1,625
IL Illinois	548	34,833	4,844	3,953	135	44,313
IN Indiana	579	32,921	2,485	855	147	36,987
IA Iowa	104	24,100	7,249	6,015	22	37,490
KS Kansas	210	670	2,001	467	120	3,468
KY Kentucky	0	14,426	1,812	0	54	16,292
LA Louisiana	558	7,765	7,156	1,208	11	16,698
ME Maine	0	0	1,798	0	44	1,842
MD Maryland	0	0	277	238	44	559
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	2,981	3,137	0	113	6,231
MN Minnesota	0	4,280	15,669	718	225	20,892
MS Mississippi	0	0	181	0	77	258
MO Missouri	501	3,009	17,381	883	33	21,807
MT Montana	0	104	525	40	0	669
NE Nebraska	183	255	1,213	267	943	2,861
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	107	177	56	51	391
NM New Mexico	2,494	0	231	0	82	2,807
NY New York	0	116	2,139	25	149	2,429
NC North Carolina	605	368	609	890	332	2,804
ND North Dakota	0	(21)	285	0	0	264
OH Ohio	1,281	34,712	14,881	538	441	51,853
OK Oklahoma	152	126	409	59	5	751
OR Oregon	94	579	785	183	38	1,679
PA Pennsylvania	438	61	2,498	72	248	3,317
RI Rhode Island	0	0	59	0	0	59
SC South Carolina	608	1,944	851	186	423	4,012
SD South Dakota	16	370	665	121	0	1,172
TN Tennessee	255	2,461	637	1,318	0	4,671
TX Texas	551	308	4,126	663	748	6,396
UT Utah	763	0	210	0	0	973
VT Vermont	0	0	91	0	11	102
VA Virginia	364	125	7,726	2,346	266	10,827
WA Washington	378	626	1,531	156	30	2,721
WV West Virginia	0	119	0	0	0	119
WI Wisconsin	1,711	8,804	12,642	94	195	23,446
WY Wyoming	15	21	55	0	0	91
TOTAL U.S.:	22,998	188,031	126,429	24,613	11,521	373,592
CANADA						
AB Alberta	0	25	1,635	0	0	1,660
BC Brit. Columbia	0	0	129	0	66	195
MB Manitoba	0	203	1,052	0	0	1,255
NB New Brunswick	0	883	607	0	0	1,490
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	147	0	0	147
ON Ontario	0	4,049	5,092	151	1,191	10,483
PE Pr.Edward Isle	0	0	72	0	218	290
PQ Quebec	18	3,437	11,540	0	787	15,782
SK Saskatchewan	13	3	362	0	0	378
TOTAL CAN:	31	8,600	20,636	151	2,262	31,680
*EXPORT SALES:	298,386	14,009	30,029	18,711	1,936	363,071
TOTAL AG SALES	321,415	210,640	177,094	43,475	15,719	768,343
NON-AG U.S.	28,409	-	-	10,195	498	39,102
Canada	2,189	-	-	168	80	2,437
*Exports	729	-	-	11,521	0	12,250
TOTAL NON-AG SALES	31,327	-	-	21,884	578	53,789
GRAND TOTAL	**352,742**	**210,640**	**177,094**	**65,359**	**16,297**	**822,132**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - NORTH AMERICAN PRODUCERS - (SHORT TONS K2O)

NOVEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	1,413	0	0	0	0	1,413
Australia	2,825	4,612	3,816	0	1,212	12,465
Belize	0	0	463	0	0	463
Brazil	3,027	0	0	0	0	3,027
China	93,894	0	0	0	0	93,894
Columbia	1,934	2,058	0	0	0	3,992
Costa Rica	4,037	0	0	0	485	4,522
Denmark	13,088	0	0	0	0	13,088
Dom. Republic	0	0	1,951	0	0	1,951
France	19,909	0	0	0	0	19,909
French Guiana	529	0	0	0	0	529
Honduras	78	0	0	0	0	78
India	53,134	0	0	8,763	0	61,897
Indonesia	8,746	0	0	0	0	8,746
Japan	11,211	7,339	9,860	6,478	0	34,888
Korea	31,230	0	0	0	0	31,230
Malaysia	685	0	0	0	0	685
Mexico	11,274	0	13,939	0	208	25,421
Nigeria	6,725	0	0	0	0	6,725
Pakistan	13	0	0	0	0	13
Puerto Rico	0	0	0	0	11	11
Sri Lanka	6,391	0	0	0	0	6,391
Switzerland	11,704	0	0	0	0	11,704
Taiwan	10,003	0	0	3,470	20	13,493
Venezuela	6,536	0	0	0	0	6,536
TOTAL AG:	298,386	14,009	30,029	18,711	1,936	363,071
NON-AGRICULTURAL						
Japan	138	-	-	2,776	0	2,914
Korea	0	-	-	8,745	0	8,745
Mexico	441	-	-	0	0	441
United Kingdom	150	-	-	0	0	150
TOTAL NON-AG:	729	-	-	11,521	0	12,250
TOTAL EXPORTS	299,115	14,009	30,029	30,232	1,936	375,321

POTASH & PHOSPHATE INSTITUTE

POTASH SALES - CANADIAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
AL Alabama	1,216	1,946	1,165	1,807	6,134
AK Alaska	0	0	0	0	0
AZ Arizona	0	0	0	0	0
AR Arkansas	0	0	181	0	181
CA California	0	0	309	0	309
CO Colorado	0	0	0	0	0
CT Connecticut	0	171	62	0	233
DE Delaware	0	0	303	0	303
FL Florida	1,451	1,789	730	284	4,254
GA Georgia	829	1,945	1,797	1,171	5,742
HI Hawaii	0	2,720	0	0	2,720
ID Idaho	0	266	83	0	349
IL Illinois	548	34,833	4,764	3,953	44,098
IN Indiana	579	31,201	2,485	855	35,120
IA Iowa	0	23,318	7,036	6,015	36,369
KS Kansas	0	0	203	248	451
KY Kentucky	0	14,363	908	0	15,271
LA Louisiana	0	7,326	5,328	0	12,654
ME Maine	0	0	1,798	0	1,798
MD Maryland	0	0	277	238	515
MA Massachusetts	0	0	0	0	0
MI Michigan	0	2,981	3,137	0	6,118
MN Minnesota	0	4,213	15,370	718	20,301
MS Mississippi	0	0	46	0	46
MO Missouri	0	930	5,078	243	6,251
MT Montana	0	104	510	40	654
NE Nebraska	0	255	94	236	585
NV Nevada	0	0	0	0	0
NH New Hampshire	0	0	0	0	0
NJ New Jersey	0	107	177	56	340
NM New Mexico	0	0	0	0	0
NY New York	0	116	2,139	25	2,280
NC North Carolina	0	368	609	890	1,867
ND North Dakota	0	(21)	285	0	264
OH Ohio	862	34,712	14,881	538	50,993
OK Oklahoma	0	0	0	59	59
OR Oregon	20	564	561	183	1,328
PA Pennsylvania	42	61	1,656	72	2,213
RI Rhode Island	0	0	59	0	59
SC South Carolina	608	1,944	851	186	3,589
SD South Dakota	0	370	665	121	1,156
TN Tennessee	0	2,461	637	1,318	4,416
TX Texas	0	0	0	0	0
UT Utah	0	0	0	0	0
VT Vermont	0	0	91	0	91
VA Virginia	364	125	7,726	2,346	10,561
WA Washington	0	582	1,531	156	2,269
WV West Virginia	0	119	0	0	119
WI Wisconsin	1,711	8,804	12,642	94	23,251
WY Wyoming	0	0	39	0	39
TOTAL U.S.:	8,612	178,673	96,213	21,852	305,350
CANADA					
AB Alberta	0	25	1,635	0	1,660
BC Brit. Columbia	0	0	129	0	129
MB Manitoba	0	203	1,052	0	1,255
NB New Brunswick	0	883	607	0	1,490
NF Newfoundland	0	0	0	0	0
NS Nova Scotia	0	0	147	0	147
ON Ontario	0	4,049	5,092	151	9,292
PE Pr.Edward Isle	0	0	72	0	72
PQ Quebec	18	3,437	11,540	0	14,995
SK Saskatchewan	13	3	362	0	378
TOTAL CAN:	31	8,600	20,636	151	29,418
*EXPORT SALES:	278,035	11,951	27,615	18,711	336,312
TOTAL AG SALES	286,678	199,224	144,464	40,714	671,080
NON-AG U.S.	18,065	-	-	9,545	27,610
Canada	2,189	-	-	168	2,357
*Exports	275	-	-	11,521	11,796
TOTAL NON-AG SALES	20,529	-	-	21,234	41,763
GRAND TOTAL	**307,207**	**199,224**	**144,464**	**61,948**	**712,843**

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

NOVEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	1,413	0	0	0	1,413
Australia	2,825	4,612	3,816	0	11,253
Brazil	3,027	0	0	0	3,027
China	93,894	0	0	0	93,894
Costa Rica	4,037	0	0	0	4,037
Denmark	13,088	0	0	0	13,088
[illegible]e	19,909	0	0	0	19,909
[illegible]	53,134	0	0	8,763	61,897
[illegible]sia	8,746	0	0	0	8,746
[illegible]n	11,211	7,339	9,860	6,478	34,888
[illegible]orea	31,230	0	0	0	31,230
Malaysia	685	0	0	0	685
Mexico	0	0	13,939	0	13,939
Nigeria	6,725	0	0	0	6,725
Pakistan	13	0	0	0	13
Sri Lanka	6,391	0	0	0	6,391
Switzerland	11,704	0	0	0	11,704
Taiwan	10,003	0	0	3,470	13,473
TOTAL AG:	278,035	11,951	27,615	18,711	336,312
NON-AGRICULTURAL					
Japan	125	-	-	2,776	2,901
Korea	0	-	-	8,745	8,745
United Kingdom	150	-	-	0	150
TOTAL NON-AG:	275	-	-	11,521	11,796
TOTAL EXPORTS	278,310	11,951	27,615	30,232	348,108

POTA[illegible] & PHOSPHA[illegible] INSTITUTE

POTASH SALES - U. S. PRODUCERS - (Short Tons K2O)

NOVEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
AL Alabama	257	186	963	0	270	1,676
AK Alaska	0	0	0	0	0	0
AZ Arizona	29	32	301	0	0	362
AR Arkansas	106	0	2,188	0	36	2,330
CA California	4,900	2,124	1,331	0	1,467	9,822
CO Colorado	235	0	280	0	86	601
CT Connecticut	0	0	0	0	50	50
DE Delaware	0	0	0	0	0	0
FL Florida	1,153	0	0	0	2,718	3,871
GA Georgia	92	0	0	0	1,896	1,988
HI Hawaii	129	0	0	0	11	140
ID Idaho	193	682	401	0	0	1,276
IL Illinois	0	0	80	0	135	215
IN Indiana	0	1,720	0	0	147	1,867
IA Iowa	104	782	213	0	22	1,121
KS Kansas	210	670	1,798	219	120	3,017
KY Kentucky	0	63	904	0	54	1,021
LA Louisiana	558	439	1,828	1,208	11	4,044
ME Maine	0	0	0	0	44	44
MD Maryland	0	0	0	0	44	44
MA Massachusetts	0	0	0	0	0	0
MI Michigan	0	0	0	0	113	113
MN Minnesota	0	67	299	0	225	591
MS Mississippi	0	0	135	0	77	212
MO Missouri	501	2,079	12,303	640	33	15,556
MT Montana	0	0	15	0	0	15
NE Nebraska	183	0	1,119	31	943	2,276
NV Nevada	0	0	0	0	0	0
NH New Hampshire	0	0	0	0	0	0
NJ New Jersey	0	0	0	0	51	51
NM New Mexico	2,494	0	231	0	82	2,807
NY New York	0	0	0	0	149	149
NC North Carolina	605	0	0	0	332	937
ND North Dakota	0	0	0	0	0	0
OH Ohio	419	0	0	0	441	860
OK Oklahoma	152	126	409	0	5	692
OR Oregon	74	15	224	0	38	351
PA Pennsylvania	14	0	842	0	248	1,104
RI Rhode Island	0	0	0	0	0	0
SC South Carolina	0	0	0	0	423	423
SD South Dakota	16	0	0	0	0	16
TN Tennessee	255	0	0	0	0	255
TX Texas	551	308	4,126	663	748	6,396
UT Utah	763	0	210	0	0	973
VT Vermont	0	0	0	0	11	11
VA Virginia	0	0	0	0	266	266
WA Washington	378	44	0	0	30	452
WV West Virginia	0	0	0	0	0	0
WI Wisconsin	0	0	0	0	195	195
WY Wyoming	15	21	16	0	0	52
TOTAL U.S.:	14,386	9,358	30,216	2,761	11,521	68,242
CANADA						
AB Alberta	0	0	0	0	0	0
BC Brit. Columbia	0	0	0	0	66	66
MB Manitoba	0	0	0	0	0	0
NB New Brunswick	0	0	0	0	0	0
NF Newfoundland	0	0	0	0	0	0
NS Nova Scotia	0	0	0	0	0	0
ON Ontario	0	0	0	0	1,191	1,191
PE Pr.Edward Isle	0	0	0	0	218	218
PQ Quebec	0	0	0	0	787	787
SK Saskatchewan	0	0	0	0	0	0
TOTAL CAN:	0	0	0	0	2,262	2,262
*EXPORT SALES:	20,351	2,058	2,414	0	1,936	26,759
TOTAL AG SALES	34,737	11,416	32,630	2,761	15,719	97,263
NON-AG U.S.	10,344	-	-	650	498	11,492
Canada	0	-	-	0	80	80
*Exports	454	-	-	0	0	454
TOTAL NON-AG SALES	10,798	-	-	650	578	12,026
GRAND TOTAL	45,535	11,416	32,630	3,411	16,297	109,289

*Exports listed on reverse.

POTASH & PHOSPHATE INSTITUTE
EXPORT SALES - U. S. PRODUCERS - (SHORT TONS K2O)

NOVEMBER 1988

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Australia	0	0	0	0	1,212	1,212
Belize	0	0	463	0	0	463
Columbia	1,934	2,058	0	0	0	3,992
Costa Rica	0	0	0	0	485	485
Dom. Republic	0	0	1,951	0	0	1,951
French Guiana	529	0	0	0	0	529
Honduras	78	0	0	0	0	78
Mexico	11,274	0	0	0	208	11,482
Puerto Rico	0	0	0	0	11	11
Taiwan	0	0	0	0	20	20
Venezuela	6,536	0	0	0	0	6,536
TOTAL AG:	20,351	2,058	2,414	0	1,936	26,759
NON-AGRICULTURAL						
Japan	13	-	-	0	0	13
Mexico	441	-	-	0	0	441
TOTAL NON-AG:	454	-	-	0	0	454
TOTAL EXPORTS	20,805	2,058	2,414	0	1,936	27,213